# KAWASAKI HEAVY INDUSTRIES, LTD. AND CONSOLIDATED SUBSIDIARIES FLASH CONSOLIDATED FINANCIAL RESULT $\$ S

For three months ended June 30, 2012 and 2011 and one year ended March 31, 2012

# Operating results

|   |   | Millions of ye                   | n                                 |                   |
|---|---|----------------------------------|-----------------------------------|-------------------|
| Net sales<br>Operating income<br>Net income<br>Earnings per share (Yen) | > | 283,530<br>6,741<br>6,030<br>3.6 | 291,579<br>12,373<br>9,558<br>5.7 | \$<br>9<br>9<br>Ø |
| Financial condition   |   |                                  |                                   |                   |
| Total assets<br>Net assets  | > | 1,374,217<br>315,812             | 1,362,139<br>315,922              | \$<br>,9<br>,9    |
| Number of shares issued and outstanding                                 | ) | 1,671,813                        | 1,671,815                         |                   |
| Equity Ratio  |   | 22.2%                            | 22.4%                             |                   |

# Cash flows

|                      | Three months ended | Three months ended | <b>Her</b> | d |
|----------------------|--------------------|--------------------|------------|---|
|                      | Jun. 30, 2012      | Jun. 30, 2011      | d∰®        |   |
| Operating activities | > 7,995            | (10,239)           |            |   |

#### (Consolidated)

- Notes : 1. This "FLASH CONSOLIDATED FINANCIAL RESULTS" and following financial statements have been prepared in conformity with generally accepted accounting principles and practices in Japan.
  - 2. All US\$ amounts in these statements represent the arithmetical results of translating Japanese yen to U.S. dollars on the basis of 79.31=\$1, the rate prevailing as of June 30, 2012, solely for the convenience of the readers.

## **Condensed Consolidated Balance Sheets**

As of June 30 and March 31, 2012

|  | Millions of our               |               |    | Thousands of<br>U.S. dollars |  |
|--|-------------------------------|---------------|----|------------------------------|--|
|  | Millions of yen   As of As of |               |    | As of                        |  |
|  | Jun. 30, 2012                 | Mar. 31, 2012 |    | AS 01                        |  |
| Assets :                                       | Juli. 30, 2012                |               |    |                              |  |
| Current assets :                               |                               |               |    |                              |  |
| Cash on hand and in banks                      | > 33,440                      | 34,316        | \$ | 421.636                      |  |
| Receivables, less allowance                    | 387,786                       | 416,479       | Ψ  | 4,889,497                    |  |
| Inventories                                    | 460,414                       | 441,897       |    | 5,805,245                    |  |
| Other current assets                           | 73,812                        | 74,494        |    | 930,677                      |  |
| Total current assets                           | 955,452                       | 967,186       |    | 12,047,055                   |  |
| Investments and long-term loans less allowance | 78,427                        | 59,602        |    | 988.867                      |  |
| Net property, plant and equipment              | 279,221                       | 274,750       |    | 3,520,628                    |  |
| Intangible and other assets                    | 61,117                        | 60,601        |    | 770,609                      |  |
| Total assets                                   | > 1,374,217                   | 1,362,139     | \$ | 17,327,159                   |  |
| Liabilities and net assets :                   | > 1,014,211                   | 1,502,157     | Ψ  | 11,021,100                   |  |
| Current liabilities :                          |                               |               |    |                              |  |
| Short-term borrowings                          |                               |               |    |                              |  |
| and current portion of long-term debt          | > 178,130                     | 147,924       | \$ | 2,245,996                    |  |
| Payables                                       | 286,779                       | 310,775       | Ψ  | 3,615,925                    |  |
| Advances from customers                        | 119,098                       | 99,051        |    | 1,501,677                    |  |
| Other current liabilities                      | 125,105                       | 138,253       |    | 1,577,418                    |  |
| Total current liabilities                      | 709,112                       | 696,003       |    | 8,941,016                    |  |
| Long-term liabilities :                        |                               |               |    | -,,                          |  |
| Long-term debt, less current portion           | 256,933                       | 259,243       |    | 3,239,604                    |  |
| Others   | 92,360                        | 90,971        |    | 1,164,545                    |  |
| Total long-term liabilities                    | 349,293                       | 350,214       |    | 4,404,149                    |  |
| Net assets :                                   |                               |               |    | , , , .                      |  |
| Common stock                                   | 104,484                       | 104,484       |    | 1,317,412                    |  |
| Capital surplus                                | 54,394                        | 54,394        |    | 685,840                      |  |
| Retained earnings                              | 173,881                       | 176,414       |    | 2,192,422                    |  |
| Treasury stock                                 | (23)                          | (22)          |    | (290)                        |  |
| Net unrealized gains on securities             | 2,808                         | 3,989         |    | 35,405                       |  |
| Gains (losses) on hedging items                | 1,900                         | 246           |    | 23,957                       |  |
| Foreign currency translation adjustments       | (32,010)                      | (33,451)      |    | (403,606)                    |  |
| Minority interests                             | 10,378                        | 9,868         |    | 130,854                      |  |
| Total net assets                               | 315,812                       | 315,922       |    | 3,981,994                    |  |
| Total liabilities and net assets               | > 1,374,217                   | 1,362,139     | \$ | 17,327,159                   |  |

## **Condensed Consolidated Statements of Income**

For three months ended June 30, 2012 and 2011

| F or inree monins enaea June 30, 2012 and 201 | 1 | Millions of yen | I       | ณ์           | The | ousands of<br>U.S. dollars |
|---|---|-----------------|---------|--------------|-----|----------------------------|
|   |   |                 |         | 9Ñ<br>Change |     |                            |
| Net sales                                     | > | 283,530         | 291,579 | -3%          | \$  | 3,574,959                  |
| Cost of sales                                 |   | 240,095         | 244,361 |              |     | 3,027,298                  |
| Gross profit                                  |   | 43,435          | 47,218  |              |     | 547,661                    |
| Selling, general and administrative expenses  |   | 36,694          | 34,845  |              |     | 462,666                    |
| Operating income                              |   | 6,741           | 12,373  | -46%         |     | 84,995                     |
| Other income (expenses) :                     |   |                 |         |              |     |                            |
| Interest and dividend income                  |   | 684             | 688     |              |     | 8,624                      |
| Equity in income of unconsolidated            |   |                 |         |              |     |                            |
| subsidiaries and affiliates                   |   | 2,296           | 2,098   |              |     | 28,950                     |
| Interest expense                              |   | (1,017)         | (1,104) |              |     | (12,823)                   |
| Other, net                                    |   | 3,023           | 49      |              |     | 38,116                     |
| Income before income taxes and                |   |                 |         |              |     |                            |
| minority interests                            |   | 11,727          | 14,104  |              |     | 147,862                    |
| Income taxes                                  |   | (5,101)         |         |              |     |                            |
|   |   |                 |         |              |     |                            |

### Segment information Information by reportable segment

Millions of yen

|                            | External<br>sales | Intersegment<br>sales |          | Operating<br>expenses | Operating<br>income (loss) |
|----------------------------|-------------------|-----------------------|----------|-----------------------|----------------------------|
| Ship Offshore Structure    | 27,751            | 102                   | 27,853   | 26,903                | 950                        |
| Rolling Stock              | 25,878            | 63                    | 25,941   | 25,893                | 48                         |
| Aerospace                  | 40,029            | 442                   | 40,471   | 41,369                | (898)                      |
| Gas Turbine & Machinery    | 45,569            | 3,897                 | 49,466   | 46,080                | 3,386                      |
| Plant & Infrastructure     | 23,825            | 1,919                 | 25,744   | 24,745                | 999                        |
| Motorcycle & Engine        | 59,611            | 209                   | 59,820   | 59,467                | 353                        |
| Precision Machinery        | 40,481            | 3,219                 | 43,700   | 36,575                | 7,125                      |
| Other                      | 28,435            | 7,671                 | 36,106   | 35,180                | 926                        |
| Total                      | 291,579           | 17,522                | 309,101  | 296,212               | 12,889                     |
| Eliminations and corporate | -                 | (17,522)              | (17,522) | (17,006)              | (516)                      |
| Consolidated total         | 291,579           | -                     | 291,579  | 279,206               | 12,373                     |

External Intersegment Operating Operating